

Message Text

UNCLASSIFIED

PAGE 01 STATE 237630

17

ORIGIN OPIC-06

INFO OCT-01 ARA-10 ISO-00 EB-06 /023 R

DRAFTED BY ID/LA:B.THMOAS MANSBACH:SK

APPROVED BY EB/IFD/OIA:RJSMITH

EB/IFD/OIA:DHSTEBBING

ARA/EP:WSCLARKE

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R 292344Z OCT 74

FM SECSTATE WASHDC

TO AMEMBASSY QUITO

UNCLAS STATE 237630

E.O. 11652: N/A

TAGS: EC, EINV

SUBJ: COLEMAN COMPANY - INVESTMENT POSSIBILITY

1. PURSUANT TO OPIC'S AUGUST, 1974 CONVERSATIONS WITH CENDES AND OUR FOLLOW-UP CONVERSATIONS WITH COLEMAN COMPANY CONCERNING COMPANY INTEREST IN A LANTERN AND STOVE MANUFACTURING FACILITY, COLEMAN SENT BANOMERA OF CENDES TWO TELEGRAMS (OCT. 21 AND A FOLLOW UP) AND AN OCTOBER 4 LETTER EXPRESSING INTEREST IN THE PROJECT AND A WILLINGNESS FOR PETER MACGOWAN (COLEMAN'S LATIN AMERICAN SALES MANAGER) TO DISCUSS POSSIBLE INVESTMENT WITH BANOMERA IN QUITO IN LATE NOVEMBER. TO DATE, COLEMAN HAS HAD NO RESPONSE.

2. REQUEST EMBASSY ASCERTAIN WHETHER BANOMERA RECEIVED THESE COMMUNICATIONS AND WHETHER APPOINTMENT CAN BE MADE FOR MACGOWAN WITH BANOMERA ON OR ABOUT MONDAY NOVEMBER 18.

3. PLEASE ADVISE BANOMERA THAT MANSBACH HAS CONTACTED A NUMBER OF THE FIRMS ON CENDES' SHOPPING LIST AND WILL REPLY TO HIS AUGUST 23 LETTER AS SOON AS HE GETS UP-DATED REPORTS FROM THE VARIOUS COMPANIES. INGERSOLL

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